

Message Text

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ACTION EB-07

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E.O. 11652: N/A

TAGS: EAIR JA

SUBJECT: U.S.-JAPAN INFORMAL CIVAIR DISCUSSIONS

REF: TOKYO 6922; STATE 032432

1. SUMMARY. DURING INFORMAL DISCUSSION MAY 14, JAL REP WHO WILL ATTEND MAY 19-21 TALKS AS OBSERVER CONFIRMED GOJ SIDE WISHES TO FOCUS ON (A) CALCULATION AND LEVEL OF U.S./ JAPAN CIVAIR BALANCE OF BENEFITS; (B) TRANS-PACIFIC PROBLEMS; E.G. CAPACITY AND (C) SCHEDULE FOR RESOLVING OKINAWA ISSUE WELL BEFORE MAY 1977. JAL SPOKESMAN EXPRESSED ALLEGED GOJ DISSATISFACTION WITH TYPE TRAFFIC STATISTICS PRESENTLY EXCHANGED BETWEEN USG/GOJ. NO PREDICTION ON OPENING DATE OF NARITA OR OF OSAKA TO WIDE-BODY JETS POSSIBLE. END SUMMARY.

2. ON MAY 14, EMBOFF HAD INFORMAL DISCUSSION WITH Y. KOIDE AND K. SAIGA OF JAPAN AIR LINES REGARDING MAY 19-21 INFORMAL CIVAIR DISCUSSIONS IN WASHINGTON. KOIDE, ASST. GEN. MGR. OF JAL'S INTL. RELATIONS DEPT., WILL BE ONE OF TWO JAL OBSERVERS AT DISCUSSIONS; OTHER WILL BE MANAGING DIRECTOR AND VP FOR INTL. RELATIONS MINORU KIMURA.

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3. DURING DISCUSSION, KOIDE CONFIRMED THAT JAPANESE SIDE

WILL WISH TO FOCUS ON THREE ITEMS: (A) HOW THE OVERALL BALANCE OF BENEFITS SHOULD BE MEASURED AND WHAT IT IS; (B) TRANSPACIFIC MATTERS AS FARES AND CAPACITY (BOTH MENTIONED REFTEL B), AND (C) SETTING UP DEFINITE TIMETABLE FOR DISCUSSION AND RESOLUTION OF OKINAWA ISSUE WELL BEFORE MAY 1977. KOIDE SAID JAPANESE SIDE HOPES THIS WILL BE LAST ROUND OF INFORMAL TALKS AND THAT ACTUAL NEGOTIATIONS CAN BEGIN THIS FALL, POSSIBLY IN SEPTEMBER. EMBOFF EXPRESSED OPINION THAT COMMENCEMENT OF FORMAL TALKS OBVIOUSLY DEPENDS ON OUTCOME OF THIS INFORMAL SESSION AND CLEAR DELINEATION BY EACH SIDE OF WHAT ITS REAL INTERESTS ARE.

4. KOIDE ALSO AGAIN ADVOCATED WELL-KNOWN JAPANESE DESIRE FOR CAPACITY CONTROL AGREEMENT OVER THE PACIFIC. EMBOFF REPLIED THAT WE PREFERRED THAT NUMBER OF FREQUENCIES BE AN ECONOMIC DECISION MADE BY THE AIRLINES OPERATING THE ROUTES AND THAT, SO LONG AS THIRD COUNTRY CARRIERS PARTICIPATED IN THE MARKET, A CAPACITY AGREEMENT BETWEEN THE U.S. AND JAPAN, EVEN IF MADE, WOULD NOT RESOLVE THE ISSUE AS THIRD CARRIERS WOULD SEEK INCREASE IN THEIR SHARE. EMBOFF ALSO POINTED OUT THAT OTHER PROBLEMS SUCH AS MAL-PRACTICE, I.E. FARE CUTTING, ALSO ENTER PICTURE AND MAJOR AIR CARRIERS MUST THEREFORE MAKE SURE THAT THE RATES THEY OFFER ARE "REALISTIC" AND NOT ARTIFICIALLY HIGH. FYI AT MARCH ROUND OF 30/40 GIT FARE TALKS, FOR EXAMPLE, JAL PROPOSALS WERE GENERALLY AT HIGH END OF SCALE WITH PAA IN MIDDLE AND NW BRINGING UP LOW POSITION. END FYI.

5. IN REGARD TO CAPACITY AND DETERMINATION OF LOAD FACTORS, KOIDE ALSO MENTIONED THAT GOJ (SPECIFICALLY JCAB) IS DISAPPOINTED THAT "MEANINGFUL" TRANS-PACIFIC TRAFFIC STATISTICS ARE NOT EXCHANGED BETWEEN THE U.S. AND JAPSC. EMBASSY KNOWS THAT GOJ WOULD PREFER HAVE EMBARKATION/DEBARKATION FIGURES OVER PRESENT ORIGIN/DEBARKATION STATISTICS AND WE EXPECT THIS MATTER MAY AGAIN BE RAISED THIS WEEK IN WASHINGTON.

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6. NO PROJECTION WAS AVAILABLE OF AN OPENING DATE FOR NARITA ALTHOUGH SAIGA EXPRESSED THE OPINION, BASED ON HIS CONTACTS AT HANEDA AIRPORT, THAT THE DATE MAY SLIDE TO AUTUMN, 1977. TWO MEN WOULD NOT EVEN HAZARD A GUESS AS TO WHEN OSAKA AIRPORT WILL OPEN TO WIDE-BODY JETS.

7. IN REGARD TO OUR SUGGESTION (REFTEL A) THAT MOFA BE

REPRESENTED AT MAY 19-21 DISCUSSIONS, MOFA HAS DESIGNATED
AM AFF BUR 1ST N.A. DIVISION TOMOYUKI MATUSOZAWA
AS MEMBER OF GOJ DELEGATION. AS DEPARTMENT AWARE, TEAM
WILL BE HEADED BY JCAB DEP DIR GEN - INTL. SUSUMU
YAMAJI AND ALSO INCLUDE JCAB DEP DIR INTL AFF DIV
ICHIJI UDA.
HODGSON

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